Talk Softly and Wear a Hard Hat: Defense in an Age of Fiscal Restraint

7th September 2011 | National Press Club, Washington, DC
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6233 Nelway Drive
McLean, VA 22101-3141
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Individuals with disabilities requiring special accommodations should contact Quentin Whiteree at (703) 760 0762 at least two weeks prior to the event.

ComDef 2011 Handbook

Editor-in-Chief — Quentin Whiteree
Editor — Carole H. Whiteree
Protocol — Diana Webb, CMP
Common Defense 2011
IDEEA
6233 Nelway Drive
McLean, VA 22101

Dear Friends:

I am honored to welcome you to this year’s ComDef conference, “Talk Softly and Wear a Hard Hat – Defense in the Age of Terrorism.”

As we near the 10th anniversary of the September 11th attacks, we recognize the substantial progress we have made in the fight against al-Qaeda and its affiliates. But we also understand that this fight is not over. We will never waver in our efforts to protect the American people. We will continue to be clear and precise about our enemy. We will continue to use every tool at our disposal, and apply each wisely. And we will continue to forge strong partnerships around the world.

Our Administration looks forward to continued collaboration with ComDef’s participants as we work to defeat those who threaten our common security.

Sincerely,

Joseph R. Biden, Jr.
September 7th, 2011

The planned drawdown in Iraq and Afghanistan following the successful conclusion of the search for Bin Laden encourages renewed consideration of the defense posture of the United States. Economic stresses at home put additional pressure on the defense budget. Platforms now coming into service will offer a wider range of capability options; greater reliability and ease of repair. In addition, the internet revolution portends changes to military doctrine still to be defined.

The United States and its friends and allies can continue to promote a more peaceful and secure world with a more modern range of military hardware complemented by a greater sharing of responsibilities, resources and experiences. This can only be done by the adequate funding of defense here in the United States and in friendly countries.

With a wider range of government departments including diplomatic and developmental agencies able to contribute, shortfalls in defense expenditure may be made good through shared budgeting. I look forward to a lively discussion.

Warmest regards,

David Whiteree
Chairman
## Conference Moderators

- **Steven A. Austin**, Director, Planning & Analysis, International Programs, OUSD (AT&L) *(Confirmed)*
- **Gideon Meretz**, Director, Defense Cooperation, Embassy of Israel *(Confirmed)*

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The F-35 Lightning II is a next-generation aircraft with unrivaled capabilities. And the direct result of strong, trusted partnerships on a global scale. With its advanced technologies and stealth capabilities, the F-35 has been designed to help ensure global security. But more than that, it is a platform for international collaboration.
0800-0805  **INTRODUCTION OF CO-MODERATORS** - Quentin Whiteree, President, IDEEA, Inc
- Steven A. Austin, Director, Planning & Analysis, International Programs, OUSD (AT&L)
- Gideon Meretz, formerly Director, Defense Cooperation, Embassy of Israel, Washington, DC

0805-0835  **KEYNOTE: A VIEW FROM ISRAEL**
- MGEn Ehud Shani (Schönwetter). Director General, MOD, Israel

0835-0905  **KEYNOTE: PROGRAM ACQUISITION AND STRATEGIC SOURCING**
- Stuart Hazlett, Deputy Director, Defense Pricing for Program Acquisition & Strategic Sourcing, OUSD(AT&L)

0905-0930  **KEYNOTE - AFFORDING DEFENSE CAPABILITY: SHORTENING THE DEVELOPMENT CYCLE**
- Dr. David A. Honey, Deputy Assistant Secretary of Defense for Research (DASD(R))

0930-0945  **BREAK**

0945-1030  **TARGETED INVESTMENTS IN CRITICAL TECHNOLOGY**
- Dr. Yeoh Lean Weng, Counselor, Head, Def. Tech. Office (USA), Embassy of Singapore, Washington, DC
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1030-1100  **FOREIGN MILITARY SALES INITIATIVES**
- VADM, William E. Landay III, USN, Director, DSCA

1100-1135  **REINVIGORATING DEFENSE INVESTMENT**
- Brett Lambert, Deputy Assistant Secretary of Defense for Manufacturing and Industrial Base Policy, OUSD(AT&L), DoD
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Embassy of Sweden
Washington, D.C.
1135-1145 GLOBALIZATION AND COALITION WARFARE: HOW DO WE MAKE PROGRESS?
- Hon. Jeffrey P. Bialos, Partner, Sutherland, Asbill & Brennan LLP

1145-1200 BREAK

1200-1330 LUNCH: TO BE ADVISED

1350-1520 INDUSTRY INITIATIVES FOR DOLLAR EFFICIENCIES ROUNDTABLE
- Susan L. Coté, Corporate VP, Contracts & Pricing, Northrop Grumman Corporation
- MG Dennis Moran, USA (Ret.), VP Government Business Development, Harris Corporation

Moderator: Remy Nathan, Vice President, International Affairs, AIA

1520-1530 BREAK

1530-1700 PROGRESSING EXPORT AND TECHNOLOGY SECURITY CONTROLS FOR COALITION INTEROPERABILITY
- Anthony A. Aldwell, Deputy Director, DTSA
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- Kevin J. Wolf, Assistant Secretary for Export Administration, US Department of Commerce
- Gibson G. LeBoeuf, Vice President Washington Relations, Raytheon
- Gideon E. Meretz, Director Defense Cooperation, Embassy of Israel, Washington, DC
- Steve Williams, Corporate Director, Europe and Eurasia, Lockheed Martin Corporation

Moderator: Ron Genemans, Attache Defense Cooperation, Embassy of the Netherlands

PAYING FOR DEFENSE
- Senator Ron Johnson (R-WI) Member, Senate Committee on Appropriations

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Raytheon

Raytheon International, Inc.
1100 Wilson Boulevard, Arlington, VA 22209
Tel: 703 284 4323 Fax: 703 522 5360
POC: Gibson G. LeBoeuf, Vice President, Washington Relations

Raytheon Company, with 2010 sales of $25 billion, is a technology and innovation leader specializing in defense, homeland security and other government markets throughout the world. With a history of innovation spanning 89 years, Raytheon provides state-of-the-art electronics, mission systems integration and other capabilities in the areas of sensing; effects; and command, control, communications and intelligence systems, as well as a broad range of mission support services. With headquarters in Waltham, Mass., Raytheon employs 72,000 people worldwide.

Harris

Harris Corporation
1025 W NASA Blvd.
Melbourne, FL 32919
POC: Jim Burke, 321-727-9131

Harris is an international communications and information technology company serving government and commercial markets in more than 150 countries. Headquartered in Melbourne, Florida, the company has approximately $6 billion of annual revenue and more than 16,000 employees - including nearly 7,000 engineers and scientists. Harris is dedicated to developing best-in-class assured communications® products, systems, and services. For additional information: www.harris.com.
The Jewish Institute for National Security Affairs (JINSA) is a 501(c)(3) non-profit, non-partisan and non-sectarian educational organization. JINSA communicates with the national security establishment and the general public to explain the role Israel can and does play in bolstering American interests, as well as the link between American defense policy and the security of Israel. JINSA has achieved a reputation as a credible and independent resource. JINSA Online www.jinsa.org

Presentations received will be placed on the web by 16th September.


USERNAME: cd11att
PASSWORD: _____________
**Steven A. Austin** is Director, Planning and Analysis in the office of the Under Secretary of Defense (Acquisition, Technology and Logistics)/Office of the Director (International Cooperation). He oversees DoD planning for international research, development, and acquisition programs; and manages the Defense process for negotiation and approval of international agreements for defense acquisition programs. He also formulates positions for the Under Secretary of Defense (Acquisition, Technology, and Logistics) on issues relating to security assistance, national disclosure policy, munitions export licenses, and other armaments cooperation transfers of U.S. defense technology. Mr. Austin received the Bachelor of Science degree in Electrical Engineering from Louisiana Tech University and the Master of Engineering degree in Industrial Engineering from Texas A&M University. He has also completed the Program for Senior Executives in National and International Security at Harvard University.

**Susan L. Coté** is vice president of corporate contracts, pricing and supply chain at Northrop Grumman Corporation. In this role, she is responsible for corporate business management functions including contracts, pricing, supply chain and export/import compliance. She is also responsible for enterprise socio-economic business planning, strategy and compliance relative to the supply chain. She chairs the Supply Chain Leadership Council, which serves as the principal governance body for the supply chain function, comprised of sector supply chain vice presidents. Prior to joining Northrop Grumman, Coté held various contracting positions within the United States Air Force. She served at HQ Space Division (Los Angeles AFB), HQ Air Force Systems Command (Andrews AFB), and HQ USAF (Pentagon). She entered government service through the Presidential Management Intern Program. A graduate of Principia College, Illinois, Coté earned a bachelor’s degree in political science and a master’s degree in Public Administration from the University of Arizona.

**The Hon. Jeffrey P. Bialos** is Executive Director of the Program on Transatlantic Security and Industry at the Center for Transatlantic Relations at Johns Hopkins University’s School of Advanced International Studies. Mr. Bialos is also a partner in the national law firm of Sutherland Asbill, and Brennan and a senior advisor to JSA Partners. Prior to his current activities, Mr. Bialos served in several senior U.S. government positions. Most recently, he was Deputy Under Secretary of Defense for Industrial Affairs (Sept. 1999-Jan. 2001). Mr. Bialos received his J.D. degree from the University of Chicago Law School, a Master’s degree in Public Policy from the Kennedy School of Government at Harvard University, and an A.B. in history, magna cum laude, from Cornell University’s College of Arts and Sciences.

**Christoph Ebell** serves as the science and technology counselor at the Swiss Embassy in Washington, D.C. Before his posting in the United States, Ebell worked at the Department of Economic Affairs in Bern, Switzerland, where he headed the international cooperation section for innovation, education and international organizations. Specializing in innovation policy issues, he was a delegate at the OECD Committee for science and technology policy, UN commissions, and a member of several working groups, including the expert panel on the OECD Innovation Strategy. Prior to that, Chris has built up extensive experience with R&D-related EU institutions and multilateral cooperation mechanisms both on a European and global level with an emphasis on advanced manufacturing. Before joining the government services, Chris did research in American and Afro-American studies and culture in Switzerland and at Harvard University. He received Masters degrees from the University of Bern and from the University of Illinois at Chicago.

**Lars Bjerde** is Executive Vice President, Head of Strategy and Business Development, Saab North America Inc. From 2008-2010, Mr. Bjerde was Senior Vice President and Advisor to the President and CEO of the Saab Group. Saab Technologies Inc. From 2006-2008, Mr. Bjerde was President and CEO SWE-DISH Satellite Systems Inc, VA. He managed the company to be successfully acquired in 2007 and it is now traded on the NY Stock Exchange. From 2001-2006, Mr. Bjerde was VP and General Manager North America, Ericsson Inc. He established in 2001 Ericsson Microwave Systems in the North American market and launched a major sales initiative regarding radar and telecom systems and strategic co-operation opportunities. From 1988-2001, Mr. Bjerde was Counsellor for Defence Cooperation, Embassy of Sweden, DC. He is a Director and board member of various corporations, committees and organizations (e.g. Defense Corporation, Trade Council, SACC).

**Ron Genemans** is the Defense Cooperation Attaché at the Embassy of The Netherlands. He assumed this position in July 2009. In his previous assignments Mr. Genemans served as a senior policy advisor to the Netherlands Minister of Defence. In earlier positions he worked at the Arms Export Control Department of the Netherlands Ministry of Economic Affairs, the Netherlands Military Intelligence Service and the Royal Netherlands Air Force. In 2005 he worked as an industrial analyst for the Deputy Under Secretary of Defence for Industrial Policy at the US Department of Defense in Washington DC. Ron Genemans is the current Chairman of the Defense MOU Attachés Group (DMAG), a group of 21 countries with bilateral reciprocal defense procurement agreements with the US.
Stuart A. Hazlett, member of the Senior Executive Service, assumed the position Deputy Director of Program Acquisition & Strategic Sourcing (PASS) for Defense Procurement and Acquisition Policy (DPAP) in February 2007. In June 2011, he also assumed the position of Deputy Director of Defense Pricing (DP). He accordingly serves as a senior advisor to the Directors of DP, DPAP, and the Under Secretary of Defense for Acquisitions, Technology, and Logistics. Mr. Hazlett is responsible for program execution of all major program acquisitions and strategic sourcing efforts across the Department. Mr. Hazlett serves as the Chair of the Strategic Sourcing Directors Board (SSDB) and the department’s representative to the Federal Chief Acquisition Officer Council Strategic Sourcing Working Group. Mr. Hazlett holds a Bachelor of Arts degree from Ohio Northern University and a master’s degree from Central Michigan University. He is a 1996 graduate of the Industrial College of the Armed Forces, where he earned a masters degree in national resource management.

Dr. David A. Honey joined the Office of the Assistant Secretary of Defense, Research and Engineering as the Director for Research on 31 August 2009. Dr. Honey is responsible for policy and oversight of DoD Science and Technology programs from Basic Research through Advanced Technology Development. He is also responsible for oversight of DoD laboratories, ensuring the long-term strategic direction of the Department’s S&T programs, and for developing those technologies needed for continued technological superiority of US forces. Before assuming this position Dr. Honey was the GM and Senior VP of the Defense Sector for Information Systems Laboratories (ISL). Dr. Honey was the Director of the DARPA, Strategic Technology Office (STO), Director of the Advanced Technology Office (ATO), and Deputy Director and Program Manager of the Microsystems Technology Office (MTO). Dr. Honey is a retired Air Force Lieutenant Colonel who began his military career as a pilot (B-52D/H and FB-111). He received a B.S. in Photographic Science from Rochester Institute of Technology, an M.S. in Optical Science from the University of Arizona, an M.S. in Engineering Physics from the Air Force Institute of Technology (AFIT) and a PhD in Solid State Science from Syracuse University.

Colonel (Armament Corps) Nicolas Hué is Defense Cooperation Attaché, Embassy of France Washington, D.C. He graduated in 1987 from France’s top engineering school Ecole Polytechnique, in Paris, France. In 1989, he graduated from France’s Aeronautics and Space School (Ecole Nationale Supérieure de l’Aéronautique et de l’Espace) in Toulouse, France, where he earned a Master of Science in Flight Control. After completing in 1991 the Test Pilot School 90A Course at Edwards Air Force Base (USA) as part of an engineers’ exchange program between France and the US, he was assigned to the French Flight Test Center at Istres AFB, where he was responsible for testing various French fighters including the Mirage 2000 and Rafale. In 2007, he was assigned as the French representative to the NATO C3 Agency, in Brussels, where he worked on interoperability issues between Allies and with activities related to the ISAF deployment.

James A. Hursch, a Senior Executive Service member, was appointed Direct of the Defense Technology Security Administration in March 2010, having served as the Acting Director since fall 2008. Mr. Hursch manages a staff of over 220 policy analysts, engineers, and licensing officers responsible for developing and implementing DoD technology security policies for international transfers of defense-related goods, services, and technologies. Mr. Hursch’s previous experience includes: Special Assistant to the Assistant Secretary of Defense for International Security, Deputy Director of Northern European Policy, and Deputy Director of the Office of European Policy. Mr. Hursch also served as the OSD/MOD exchange officer in Denmark. Mr. Hursch holds a B.A. in International Relations from the University of Colorado and an M.A. in Public and International Affairs from the Woodrow Wilson School at Princeton University.

Senator Ron Johnson (R-WI) gained early acceptance to the University of Minnesota, having skipped his senior year of High School and worked full time while obtaining his degree in business and accounting. In 1977, after graduating with a BSB-Accounting degree, he married his wife Jane, and started working as an accountant at Jostens. He also continued his education by enrolling in an MBA night program. In July of 1979, Ron and Jane moved to Oshkosh to start a business with Jane’s brother. The company -PACUR- began producing plastic sheet for packaging and printing applications. Ron has been building the same business for the last 31 years. It is this body of experience and private sector perspective that he now brings to the Senate. Ron serves on the committees on Appropriations, Budget, Homeland Security and Governmental Affairs and Aging.

Brett B. Lambert is Deputy Assistant Secretary of Defense for Manufacturing & Industrial Base Policy in the Office of the Under Secretary of Defense (Acquisition, Technology and Logistics) (OUSD (AT&L)). Mr. Lambert serves as the principal advisor to the USD (AT&L) on all matters relating to the defense industrial base, including industrial capabilities and assessments; defense industry mergers, acquisitions and consolidation; preservation of essential industries and technologies; and other related matters. Prior to joining the DoD, Mr. Lambert was a Managing Director for the Civitas Group. From 1989 until 2007, Mr. Lambert held positions of increasing responsibility at DFI International, a national security consultancy he built with the founder. Mr. Lambert assisted in the sale of DFI 2007.
Vice Admiral William E. “Bill” Landay III became director, Defense Security Cooperation Agency in August 2010. He manages a professional security cooperation work force of military and civilian personnel located around the world. Landay graduated from the United States Naval Academy. Under his command, USS Paul Hamilton was awarded the Battle Efficiency E for operational performance, two Silver Anchor awards for retention excellence, and the Spokane Trophy for outstanding Combat Systems Readiness. As a flag officer, Landay served as the program executive officer for Littoral and Mine Warfare. In January 2006, he became the 21st chief of Naval Research. He most recently served as the program executive officer for Ships, responsible for all non-nuclear shipbuilding programs. Landay holds a Bachelor of Science degree in Systems Engineering from the Naval Academy, a Master of Science degree in Systems Technology (C4I) from the Naval Postgraduate School, and is a graduate of the Program for Management Systems Technology (C4I) from the Naval Postgraduate School.

Gibson LeBoeuf is Vice President, Washington Relations, Raytheon International where he serves as the focal point overseeing Raytheon International Business Development. In this role, he acts as the Senior lead interface with senior officials of the Department of Defense, State, Commerce, and Congress. Mr. LeBoeuf is a former member of the Senior Executive Service (SES), where he served in the Department of the Navy for 34 years with his last assignment as the Executive Director of Navy International Programs before joining Raytheon Company in February 2004.

Beth M. McCormick, a member of the Senior Executive Service, was appointed to the position of Deputy Assistant Secretary of State for Defense Trade and Regional Security in the Bureau of Political-Military Affairs on February 14, 2010. In this position, she manages two of the Bureau's main organizations, specifically the Directorate of Defense Trade Controls (DDTC), and the Office of Regional Security and Arms Transfers (RSAT). She provides overall policy guidance regarding the transfer of defense technologies to other countries, through commercial defense trade and foreign military sales, and serves as one of the key links between the State and Defense Departments on regional security issues. Ms. McCormick previously served as the Deputy Director of the Defense Security Cooperation Agency. Ms. McCormick received her B.A. from Dickinson College, Carlisle, Pennsylvania in Political Science, Russian and Soviet Area Studies in 1981. She received her M.A. in Security Policy Studies from George Washington University in 1983.

Dennis C. Moran is the vice president of U.S. DoD Business Development, RF Communications Division. In this capacity, he reports to the DOD business unit president. Prior to this, he was the senior executive account manager (SEAM) and vice president of the Department of Defense programs, Defense Communications and Electronics (DCE). Mr. Moran is responsible for managing Harris’ strategic engagement across DoD. This strategic engagement allows us to better understand our customers and to match Harris’ capabilities to their needs. Prior to joining Harris, Mr. Moran served 31 years in the U.S. Army, reaching the rank of Major General. His final assignment was as the Vice Director for Command, Control, Communications and Computers (J6) on the Joint Staff. Mr. Moran holds a B.S.E.E. from the University of Notre Dame and an M.B.A. from the University of Colorado.

Remy Nathan is the Vice President for International Affairs at the Aerospace Industries Association (AIA). The International Affairs division is responsible for monitoring, analyzing and recommending actions on issues as they affect international commercial and military aerospace markets. These topics include export financing, international negotiations, relevant government regulations and legislation, export controls, foreign military sales, NATO policies and programs, and international cooperative programs. Prior to joining AIA, Remy was responsible for supporting US companies active in Malaysia, as well as the Defense Working Group of the US-ASEAN Business Council. He holds a B.A. in Government and Foreign Affairs and China Studies from the University of Virginia and an M.A. in International Economics and Southeast Asian Studies from The Johns Hopkins University School of Advanced International Studies (SAIS).

MGEN Ehud Shani (Schonwetter) is Director-General, Ministry of Defense, Israel. Major General Shani was previously Head of the Security Aid Department of the Ministry. He was the Deputy Commander of an armor battalion during the 1982 Lebanon War. In 1982 he also took a break from his military career to study at Bar-Ilan University, where he received a B.A. in Economics and Social Science. Shani moved to Fort Monroe, Virginia in 1991 as an Israeli Liaison officer, but returned to Israel in 1994 to become the commander of a tank brigade. He was promoted to Brigadier General in May of 2000 when he was appointed the head of the Armor Corps.

David Whiteree is Chairman of IDEEA, Inc., a Virginia company founded in 1985. He is Chief Executive and Founder of the ComDef series of exhibitions and symposia. IDEEA, Inc. is a full service international business development and marketing company established in Washington DC. Mr. Whiteree is founder/publisher of “Common Defense Quarterly”.

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Quentin Whiteree has been President and Chief Operating Officer of IDEEA, Inc. since 1 January, 1999. Prior to this, he was Vice President of the company, responsible for business focus, with an emphasis on emerging information and computer technologies. He joined IDEEA, Inc. in 1987 and has held a series of appointments within the company. Mr. Whiteree is Managing Editor of Common Defense Quarterly, an international defense cooperation publication. He holds a joint BA honors degree in marketing from Strathclyde University, Scotland and is a past President of its Wine Appreciation Society. Mr. Whiteree is a member of the National Press Club.

Steve Williams is the Senior Director for Europe/Eurasia and Israel, Lockheed Martin Corporate International Business Development. Prior to coming to Lockheed Martin, he was the president of a regional security and telecommunications company, leading business partnerships in four states and Japan. He was a U.S. Army Foreign Area Officer and Combat Arms Officer for over twenty years. He served as a Policy Advisor and Operational Planner in the Office of the Secretary of Defense and the Joint Chiefs of Staff, where he negotiated basing agreements with Portugal, Spain, and Greece and led policy planning for Operation Northern Watch (Northern Iraq). He has served for seven years as the President of the German American Business Council. His international experience includes study abroad, serving in a US Embassy and with the US European Command, and commendation for actions taken under hostile fire. He is a graduate of West Point, the US Army and USMC Staff Colleges and Greek War College, and has a Masters in International Economics from Johns Hopkins University.

Kevin J. Wolf was sworn in as Assistant Secretary of Commerce for Export Administration on February 19, 2010. Prior to his joining the Obama Administration, he was a partner in the Washington, D.C. office of Bryan Cave LLP. His practice over the course of his nearly 17 years with the firm covered most aspects of the law and policy of international trade, but focused on the Export Administration Regulations (EAR), the ITAR sanctions administered by the Office of Foreign Assets Control (OFAC), the antiboycott regulations, the Foreign Corrupt Practices Act (FCPA), and multilateral trade controls. From 1996-1997, he was the Assistant Special Counsel to the House Committee on Standards of Official Conduct. He has a B.A. degree from the University of Missouri-Columbia, a M.A. from the University of Minnesota’s Humphrey Institute of Public Affairs, and a J.D. from the University of Minnesota Law School.

Yeoh Lean Weng, PhD, is Head, Defence Technology Office (USA) at the Singapore Ministry of Defence and concurrently Counsellor (Defence Technology) at the Embassy of Singapore in Washington. Lean Weng has extensive experience in the development and implementation of C4I systems. He began his career in 1983 as a Communications Engineer at the Republic of Singapore Air Force (RSAF), rising to Section Head at RSAF and Branch Head at the then-Defence Materiel Organisation (DMO) and the then-Command, Control, Communications and Computer Systems Organisation (CSO). He became Division Manager at CSO in 1997 and Deputy Director at DSTA 2000. From 2006 to 2009, he was the Director of C4I Development at DSTA, and from 2009 to 2010, he was the Director of Masterplanning and Systems Architecture. Lean Weng received Bachelor (with Honours) and MSc degrees from the National University of Singapore (NUS) in 1983 and 1987 respectively. He further obtained two Masters (with distinction) in 1990 and a PhD degree in Electrical Engineering in 1997 from the Naval Postgraduate School (NPS). He attended the Program for Management Development at Harvard University in 2003.
A warm welcome to delegates from the following countries:

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Australia  The Netherlands
Austria  New Zealand
Belgium  Nigeria
Brazil  Norway
Canada  Pakistan
Chile  Poland
Denmark  Portugal
Finland  Singapore
France  South Africa
Germany  Spain
Greece  Sweden
India  Switzerland
Israel  Tanzania
Italy  Turkey
Japan  United Kingdom
Korea  United States
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